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POTASH & PHOSPHATE INSTITUTE

NORTH AMERICAN PRODUCERS POTASH-SALES - (Short Tons K20)

AGRICULTURAL STATE		FEB 1988	FEB 1987	JUL-FEB 1987/88	JUL-FEB 1986/87
AL	Alabama	7,307	5,598	41,801	34,104
AK	Alaska	0	61	251	975
AZ	Arizona	61	166	1,926	1,099
AR	Arkansas	3,211	8,541	30,028	31,386
CA	California	7,472	5,427	48,679	39,895
CO	Colorado	759	849	3,151	4,345
CT	Connecticut	281	515	1,764	2,479
DE	Delaware	3,325	342	11,123	16,148
FL	Florida	13,524	20,552	85,302	93,140
GA	Georgia	25,318	27,872	76,286	76,248
HI	Hawaii	674	2,817	9,725	6,820
ID	Idaho	1,009	2,338	11,181	16,618
IL	Illinois	43,549	54,728	492,636	476,197
IN	Indiana	20,859	26,954	243,765	236,163
IA	Iowa	24,398	41,884	339,281	302,561
KS	Kansas	2,527	2,143	29,658	15,474
KY	Kentucky	6,945	7,980	61,481	72,927
LA	Louisiana	38,298	11,252	106,933	51,039
ME	Maine	821	601	4,195	3,120
MD	Maryland	1,180	1,427	18,721	16,567
MA	Massachusetts	61	106	2,230	2,776
MI	Michigan	4,164	9,571	99,996	99,749
MN	Minnesota	12,023	17,433	219,224	204,549
MS	Mississippi	5,960	5,675	25,525	12,560
MO	Missouri	17,832	21,114	162,393	141,861
MT	Montana	500	950	6,262	5,796
NE	Nebraska	4,258	3,242	19,856	16,914
NV	Nevada	0	2	0	29
NH	New Hampshire	0	180	389	378
NJ	New Jersey	234	326	2,389	4,106
NM	New Mexico	2,103	476	6,573	4,169
NY	New York	4,227	3,728	21,007	34,956
NC	North Carolina	17,194	7,046	48,566	52,082
ND	North Dakota	494	486	13,682	14,385
OH	Ohio	19,259	35,489	339,451	335,324
OK	Oklahoma	1,391	979	13,715	10,196
OR	Oregon	2,810	3,639	17,497	17,245
PA	Pennsylvania	5,914	6,652	32,667	34,555
RI	Rhode Island	239	392	560	752
SC	South Carolina	13,823	12,453	38,605	41,344
SD	South Dakota	1,069	1,035	7,587	5,939
TN	Tennessee	8,336	18,176	63,359	68,767
TX	Texas	12,205	9,659	94,794	67,652
UT	Utah	1,097	422	5,571	2,360
VT	Vermont	164	0	1,139	1,200
VA	Virginia	14,104	5,090	44,073	47,412
WA	Washington	2,142	2,363	19,751	22,011
WV	West Virginia	500	379	864	1,363
WI	Wisconsin	16,456	18,837	156,163	187,907
WY	Wyoming	104	229	973	668
	TOTAL U.S.:	370,181	408,176	3,082,748	2,936,310
CANADA					
AB	Alberta	1,040	22,142	12,275	28,994
BC	Brit. Columbia	204	604	2,052	8,151
MB	Manitoba	580	1,496	16,171	10,587
NB	New Brunswick	1,189	818	8,429	4,891
NF	Newfoundland	0	0	0	0
NS	Nova Scotia	379	247	2,383	1,674
ON	Ontario	8,178	4,396	149,511	137,621
PE	Pr.Edward Isle	66	739	5,182	4,870
PQ	Quebec	1,791	5,664	95,582	66,386
SK	Saskatchewan	236	844	14,276	8,080
	TOTAL CAN:	13,663	36,950	305,861	271,254
EXPORT SALES:		374,922	264,805	2,621,053	2,248,655
TOTAL AGRICULTURAL		758,766	709,931	6,009,662	5,456,219
Non-Ag	U.S.	37,327	25,639	277,413	247,439
	Canada	1,236	1,808	16,884	11,126
	Exports	5,363	9,456	76,689	45,045
TOTAL NON-AGRICULTURAL		43,926	36,903	370,986	303,610
GRAND TOTAL		**802,692**	**746,834**	**6,380,648**	**5,759,829**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

FEBRUARY 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	1,756	2,210	808	2,077	456	7,307
AK Alaska	0	0	0	0	0	0
AZ Arizona	14	0	47	0	0	61
AR Arkansas	49	124	2,897	81	60	3,211
CA California	3,018	2,346	1,184	0	924	7,472
CO Colorado	110	0	479	148	22	759
CT Connecticut	0	248	0	0	33	281
DE Delaware	0	0	3,303	0	22	3,325
FL Florida	4,175	2,048	1,234	533	5,534	13,524
GA Georgia	2,345	671	17,055	3,310	1,937	25,318
HI Hawaii	189	0	348	0	137	674
ID Idaho	24	629	351	0	5	1,009
IL Illinois	0	31,227	6,477	5,742	103	43,549
IN Indiana	1,333	10,106	6,037	3,282	101	20,859
IA Iowa	4,743	13,412	4,957	1,231	55	24,398
KS Kansas	193	734	1,309	163	128	2,527
KY Kentucky	0	7,758	(905)	60	32	6,945
LA Louisiana	8,418	17,747	11,809	313	11	38,298
ME Maine	0	0	716	61	44	821
MD Maryland	0	0	136	1,006	38	1,180
MA Massachusetts	0	61	0	0	0	61
MI Michigan	0	3,413	624	28	99	4,164
MN Minnesota	122	4,099	7,156	505	141	12,023
MS Mississippi	0	1,905	4,032	0	23	5,960
MO Missouri	4,310	4,089	6,864	2,492	77	17,832
MT Montana	0	0	459	41	0	500
NE Nebraska	138	836	1,582	853	849	4,258
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	185	0	49	0	234
NM New Mexico	1,506	0	334	5	258	2,103
NY New York	0	919	2,448	710	150	4,227
NC North Carolina	662	972	12,240	2,120	1,200	17,194
ND North Dakota	0	133	361	0	0	494
OH Ohio	906	4,358	12,811	877	307	19,259
OK Oklahoma	60	16	1,249	16	50	1,391
OR Oregon	46	385	2,080	126	173	2,810
PA Pennsylvania	547	548	4,510	123	186	5,914
RI Rhode Island	0	0	239	0	0	239
SC South Carolina	365	496	11,373	593	996	13,823
SD South Dakota	0	612	421	36	0	1,069
TN Tennessee	182	3,473	4,666	0	15	8,336
TX Texas	1,207	3,671	4,787	1,106	1,434	12,205
UT Utah	930	0	165	0	2	1,097
VT Vermont	0	0	105	0	59	164
VA Virginia	489	244	10,928	1,825	618	14,104
WA Washington	189	191	1,427	252	83	2,142
WV West Virginia	0	121	379	0	0	500
WI Wisconsin	2,832	8,541	4,377	538	168	16,456
WY Wyoming	29	21	49	0	5	104
TOTAL U.S.:	40,887	128,549	153,908	30,302	16,535	370,181
CANADA						
AB Alberta	24	0	953	63	0	1,040
BC Brit. Columbia	0	103	68	0	33	204
MB Manitoba	0	48	408	124	0	580
NB New Brunswick	0	119	1,070	0	0	1,189
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	379	0	0	379
ON Ontario	5,760	601	1,657	64	96	8,178
PE Pr.Edward Isle	0	0	66	0	0	66
PQ Quebec	23	0	1,409	0	359	1,791
SK Saskatchewan	3	0	233	0	0	236
TOTAL CAN:	5,810	871	6,243	251	488	13,663
*EXPORT SALES:	253,893	45,382	64,345	6,692	4,610	374,922
TOTAL AG SALES	300,590	174,802	224,496	37,245	21,633	758,766
NON-AG U.S.	26,872	-	-	9,933	522	37,327
Canada	1,195	-	-	40	1	1,236
*Exports	313	-	-	5,022	28	5,363
TOTAL NON-AG SALES	28,380	-	-	14,995	551	43,926
GRAND TOTAL	**328,970**	**174,802**	**224,496**	**52,240**	**22,184**	**802,692**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

FEBRUARY 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	2,672	0	0	0	0	2,672
Australia	13	8,483	13,435	0	1,359	23,290
Brazil	19,096	13,802	11,323	0	0	44,221
Chile	10,257	0	0	0	964	11,221
China	65,446	0	0	0	0	65,446
Columbia	2,071	7,937	2,087	0	945	13,040
Costa Rica	0	0	991	0	800	1,791
Denmark	27,626	0	0	0	0	27,626
Dom. Republic	0	0	1,984	0	0	1,984
Ecuador	3,472	(1,389)	2,083	0	0	4,166
Guatemala	0	0	470	0	0	470
Honduras	2,333	0	0	0	0	2,333
India	12,269	0	0	0	0	12,269
Indonesia	16,563	0	0	0	0	16,563
Ireland	0	0	2,842	0	0	2,842
Japan	9,701	0	0	6,692	0	16,393
Korea	26,649	0	0	0	0	26,649
Malaysia	21,226	0	0	0	0	21,226
Mexico	501	16,551	0	0	234	17,286
Nigeria	5,952	0	0	0	0	5,952
Peru	4,424	0	0	0	0	4,424
Puerto Rico	0	(2)	0	0	308	306
Sri Lanka	7,039	0	0	0	0	7,039
Switzerland	14,236	0	14,896	0	0	29,132
Taiwan	2,347	0	0	0	0	2,347
Venezuela	0	0	14,234	0	0	14,234
TOTAL AG:	253,893	45,382	64,345	6,692	4,610	374,922
NON-AGRICULTURAL						
Japan	238	-	-	4,967	0	5,205
Mexico	0	-	-	55	28	83
United Kingdom	75	-	-	0	0	75
TOTAL NON-AG:	313	-	-	5,022	28	5,363
TOTAL EXPORTS:	**254,206**	**45,382**	**64,345**	**11,714**	**4,638**	**380,285**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

FEBRUARY 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	733	1,650	446	2,077	4,906
AK Alaska	0	0	0	0	0
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	14	0	14
CA California	0	0	125	0	125
CO Colorado	0	0	0	0	0
CT Connecticut	0	248	0	0	248
DE Delaware	0	0	3,303	0	3,303
FL Florida	4,081	1,987	1,049	533	7,650
GA Georgia	1,744	671	16,920	3,266	22,601
HI Hawaii	0	0	0	0	0
ID Idaho	0	0	123	0	123
IL Illinois	0	31,041	5,572	5,742	42,355
IN Indiana	1,294	10,106	6,022	3,282	20,704
IA Iowa	4,647	13,203	4,538	1,231	23,619
KS Kansas	0	0	0	121	121
KY Kentucky	0	7,758	0	60	7,818
LA Louisiana	8,170	17,057	10,118	0	35,345
ME Maine	0	0	716	61	777
MD Maryland	0	0	136	1,006	1,142
MA Massachusetts	0	61	0	0	61
MI Michigan	0	3,413	609	28	4,050
MN Minnesota	122	4,083	7,156	505	11,866
MS Mississippi	0	1,875	3,853	0	5,728
MO Missouri	1,809	1,806	1,255	2,004	6,874
MT Montana	0	0	459	41	500
NE Nebraska	0	836	139	755	1,730
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	0	0	0
NJ New Jersey	0	185	0	49	234
NM New Mexico	0	0	0	0	0
NY New York	0	919	2,448	710	4,077
NC North Carolina	61	972	12,183	2,120	15,336
ND North Dakota	0	133	361	0	494
OH Ohio	486	4,358	12,811	877	18,532
OK Oklahoma	0	0	0	0	0
OR Oregon	31	91	1,989	126	2,237
PA Pennsylvania	547	548	3,552	123	4,770
RI Rhode Island	0	0	239	0	239
SC South Carolina	365	556	11,373	562	12,856
SD South Dakota	0	612	421	36	1,069
TN Tennessee	0	3,441	4,666	0	8,107
TX Texas	0	0	0	0	0
UT Utah	930	0	0	0	930
VT Vermont	0	0	105	0	105
VA Virginia	489	244	10,915	1,825	13,473
WA Washington	189	191	1,427	252	2,059
WV West Virginia	0	121	379	0	500
WI Wisconsin	2,832	8,541	4,377	538	16,288
WY Wyoming	0	21	19	0	40
TOTAL U.S.:	28,530	116,728	129,818	27,930	303,006
CANADA					
AB Alberta	24	0	953	63	1,040
BC Brit. Columbia	0	103	68	0	171
MB Manitoba	0	48	408	124	580
NB New Brunswick	0	119	1,070	0	1,189
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	0	379	0	379
ON Ontario	5,760	601	1,657	64	8,082
PE Pr.Edward Isle	0	0	66	0	66
PQ Quebec	23	0	1,409	0	1,432
SK Saskatchewan	3	0	233	0	236
TOTAL CAN:	5,810	871	6,243	251	13,175
*EXPORT SALES:	238,347	46,773	41,834	6,692	333,646
TOTAL AG SALES	272,687	164,372	177,895	34,873	649,827
NON-AG U.S.	13,595	-	-	8,948	22,543
Canada	1,195	-	-	40	1,235
*Exports	313	-	-	4,967	5,280
TOTAL NON-AG SALES	15,103	-	-	13,955	29,058
GRAND TOTAL	**287,790**	**164,372**	**177,895**	**48,828**	**678,885**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

FEBRUARY 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Argentina	2,672	0	0	0	2,672
Australia	13	8,483	13,435	0	21,931
Brazil	19,096	13,802	11,323	0	44,221
Chile	10,257	0	0	0	10,257
China	65,446	0	0	0	65,446
Columbia	0	7,937	0	0	7,937
Denmark	27,626	0	0	0	27,626
India	12,269	0	0	0	12,269
Indonesia	16,563	0	0	0	16,563
Ireland	0	0	2,842	0	2,842
Japan	6,956	0	0	6,692	13,648
Korea	26,649	0	0	0	26,649
Malaysia	21,226	0	0	0	21,226
Mexico	0	16,551	0	0	16,551
Nigeria	5,952	0	0	0	5,952
Sri Lanka	7,039	0	0	0	7,039
Switzerland	14,236	0	0	0	14,236
Taiwan	2,347	0	0	0	2,347
Venezuela	0	0	14,234	0	14,234
TOTAL AG:	238,347	46,773	41,834	6,692	333,646
NON-AGRICULTURAL					
Japan	238	-	-	4,967	5,205
United Kingdom	75	-	-	0	75
TOTAL NON-AG:	313	-	-	4,967	5,280
TOTAL EXPORTS:	**238,660**	**46,773**	**41,834**	**11,659**	**338,926**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

FEBRUARY 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	1,023	560	362	0	456	2,401
AK Alaska	0	0	0	0	0	0
AZ Arizona	14	0	47	0	0	61
AR Arkansas	49	124	2,883	81	60	3,197
CA California	3,018	2,346	1,059	0	924	7,347
CO Colorado	110	0	479	148	22	759
CT Connecticut	0	0	0	0	33	33
DE Delaware	0	0	0	0	22	22
FL Florida	94	61	185	0	5,534	5,874
GA Georgia	601	0	135	44	1,937	2,717
HI Hawaii	189	0	348	0	137	674
ID Idaho	24	629	228	0	5	886
IL Illinois	0	186	905	0	103	1,194
IN Indiana	39	0	15	0	101	155
IA Iowa	96	209	419	0	55	779
KS Kansas	193	734	1,309	42	128	2,406
KY Kentucky	0	0	(905)	0	32	(873)
LA Louisiana	248	690	1,691	313	11	2,953
ME Maine	0	0	0	0	44	44
MD Maryland	0	0	0	0	38	38
MA Massachusetts	0	0	0	0	0	0
MI Michigan	0	0	15	0	99	114
MN Minnesota	0	16	0	0	141	157
MS Mississippi	0	30	179	0	23	232
MO Missouri	2,501	2,283	5,609	488	77	10,958
MT Montana	0	0	0	0	0	0
NE Nebraska	138	0	1,443	98	849	2,528
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	0	0
NM New Mexico	1,506	0	334	5	258	2,103
NY New York	0	0	0	0	150	150
NC North Carolina	601	0	57	0	1,200	1,858
ND North Dakota	0	0	0	0	0	0
OH Ohio	420	0	0	0	307	727
OK Oklahoma	60	16	1,249	16	50	1,391
OR Oregon	15	294	91	0	173	573
PA Pennsylvania	0	0	958	0	186	1,144
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	0	(60)	0	31	996	967
SD South Dakota	0	0	0	0	0	0
TN Tennessee	182	32	0	0	15	229
TX Texas	1,207	3,671	4,787	1,106	1,434	12,205
UT Utah	0	0	165	0	2	167
VT Vermont	0	0	0	0	59	59
VA Virginia	0	0	13	0	618	631
WA Washington	0	0	0	0	83	83
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	0	0	168	168
WY Wyoming	29	0	30	0	5	64
TOTAL U.S.:	12,357	11,821	24,090	2,372	16,535	67,175
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	33	33
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	0	0
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	96	96
PE Pr.Edward Isle	0	0	0	0	0	0
PQ Quebec	0	0	0	0	359	359
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	488	488
*EXPORT SALES:	15,546	(1,391)	22,511	0	4,610	41,276
TOTAL AG SALES	27,903	10,430	46,601	2,372	21,633	108,939
NON-AG U.S.	13,277	-	-	985	522	14,784
Canada	0	-	-	0	1	1
*Exports	0	-	-	55	28	83
TOTAL NON-AG SALES	13,277	-	-	1,040	551	14,868
GRAND TOTAL	**41,180**	**10,430**	**46,601**	**3,412**	**22,184**	**123,807**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)

FEBRUARY 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	0	0	0	0	1,359	1,359
Chile	0	0	0	0	964	964
Columbia	2,071	0	2,087	0	945	5,103
Costa Rica	0	0	991	0	800	1,791
Dom. Republic	0	0	1,984	0	0	1,984
Ecuador	3,472	(1,389)	2,083	0	0	4,166
Guatemala	0	0	470	0	0	470
Honduras	2,333	0	0	0	0	2,333
Japan	2,745	0	0	0	0	2,745
Mexico	501	0	0	0	234	735
Peru	4,424	0	0	0	0	4,424
Puerto Rico	0	(2)	0	0	308	306
Switzerland	0	0	14,896	0	0	14,896
TOTAL AG:	15,546	(1,391)	22,511	0	4,610	41,276
NON-AGRICULTURAL						
Mexico	0	-	-	55	28	83
TOTAL NON-AG:	0	-	-	55	28	83
TOTAL EXPORTS:	**15,546**	**(1,391)**	**22,511**	**55**	**4,638**	**41,359**